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December 16, 2003

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VIA HAND DELIVERY

Hon. Deborah Taylor Tate, Chairman  
Tennessee Regulatory Authority  
460 James Robertson Parkway  
Nashville, TN 37238

Re: *Tariff to Establish Welcoming Rewards Promotion*  
Docket No. 03-00625

Dear Chairman Tate:

Enclosed are the original and fourteen copies of BellSouth's amended tariff pages for the *Welcoming Reward Promotion*. Yesterday we filed an amended tariff page which was identical to this in all respects except two: (1) the amended tariff page filed yesterday included an incorrect date which this version corrects; and (2) the amended tariff page articulated the promotional benefit as a \$100 reward available to eligible customers with two or more lines. This version changes the promotional benefit to reflect a \$75 reward available to eligible customers with one or more lines.

Again, BellSouth apologizes for any confusion created by these changes and will be happy to answer questions regarding these changes during the continuation of the conference today. In addition, BellSouth has discussed these changes with Joe Shirley of the Consumer Advocate Division to avoid confusion during the conference today.

BellSouth believes that the legal issues raised by the Consumer Advocate are not changed in any fashion by the alteration of the dollar amount or the line number requirement in this amended tariff page.

Copies of the enclosed are being provided to the Consumer Advocate.

Cordially,

  
Joelle Phillips

JJP:ch

EFFECTIVE: January 2, 2004

### A13. MISCELLANEOUS SERVICE ARRANGEMENTS

#### A13.90 Business Programs (Cont'd)

##### A13.90.61 BellSouth® Welcoming Rewards Promotion

###### A. Rules and Regulations

Beginning January 2, 2004, and continuing until June 30, 2004, qualifying business customers with locations in Rate Group 5 may enroll in this Program, which offers rewards on the subscriber's bill described below, by signing a 12-month contract

1. In order to qualify for the 2004 Welcoming Reward Program new business customers must be located in Rate Group 5 and have aggregate annual billing, per state of BellSouth services, not exceeding \$36,000 at the time of enrollment.
2. Qualifying Program participants must sign a 12-month term contract to receive the rewards that are detailed in B. following, Reward Schedule.
3. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.
4. To participate in this Program, qualifying customers must sign a 12-month contract between January 2, 2004, and June 30, 2004. Following this period, no subscribers may enroll in this Program. This Program as well as the \$75 reward described below is available for resale for the duration of this enrollment period. Following the expiration of this enrollment period, no new customers may enroll in the Program, but any contract established under this Program between BellSouth and its customers would continue to be available for resale for the remaining term of the existing contract. Aside from these resale situations, a customer may not assign its rights under any contract signed pursuant to this Program to another customer or to any other third party.
5. Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as all the locations qualify and the locations do not have any service with BellSouth as the local service provider.
6. Should a participating customer terminate a contract signed under this Program without cause, the customer must pay BellSouth a termination liability as specified in BellSouth's Tariff A2.4.10.E and B2.4.9.A.4. In addition to this charge, tariffed termination charges for individual services will be applied, if applicable. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. No termination liability shall be due from any customer who cancels the contract within ninety days of execution. Customers with Volume and Term Contract Service Arrangements (CSAs) are not eligible for this Program.
7. BellSouth reserves the right to terminate this program at any time; provided, however, that Subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement.
8. Subscribers who are participating in the Welcoming Reward program are not eligible to participate in any of the following term plans or programs: Volume and Term Agreements, CSAs, Product Level CSAs, Complete Choice for Business Term Plan, Welcome Back Win Back, Full Circle, Advantage Plus, Medallion Plus, Solution Plus, Hunting Program, or any Key Customer Program (where available).
9. Subscribers may participate concurrently with the Simple Solutions Program and Complete Choice for Business Program.

###### B. Reward Schedule

Eligible Lines	Reward
1+ Lines Per Location	\$75 Per Line

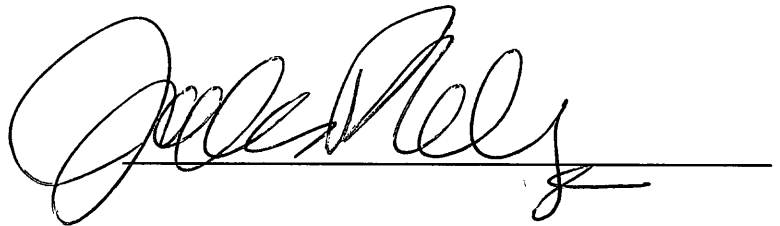
1. \$75 per new line/per location at time BellSouth becomes local service provider. Lines include 1FB and line equivalents.
2. The reward will appear as a one-time credit in the OC&C section of the Subscriber's bill in a subsequent billing period usually within one to two billing cycles.
3. New lines added to the account or location during the promotional period or term agreement period are not eligible for the \$75.

## **CERTIFICATE OF SERVICE**

I hereby certify that on December 16, 2003, a copy of the foregoing document was served on the following, via the method indicated:

- ☐ Hand
- ☐ Mail
- ☐ Facsimile
- ☐ Overnight
- ☒ Electronic

Joe Shirley, Esquire  
Office of Tennessee Attorney General  
P. O. Box 20207  
Nashville, Tennessee 37202

A handwritten signature in cursive script, appearing to read "Joe Shirley", is written over a horizontal line.